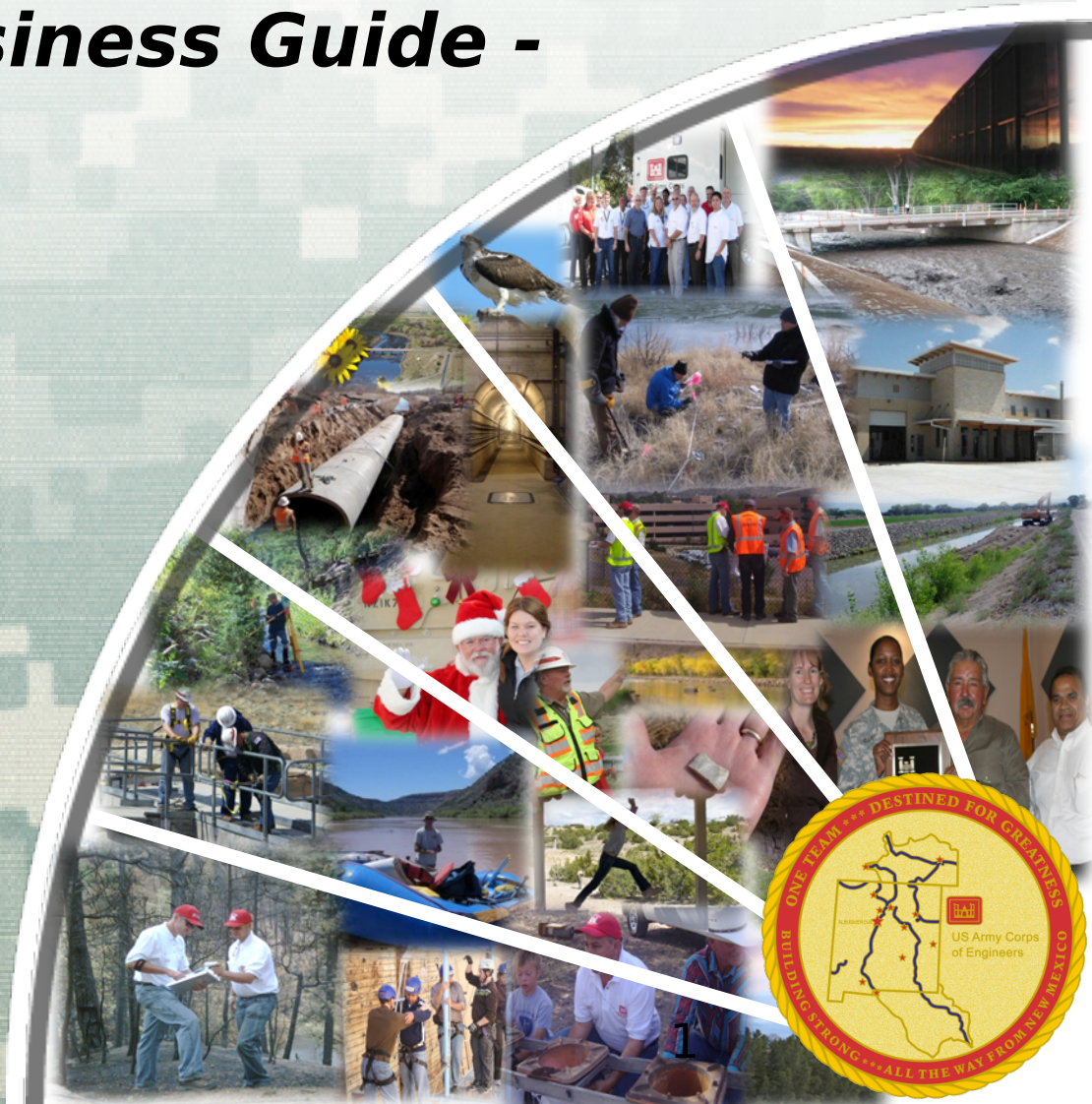
How to Do Business with USACE, Albuquerque District (SPA)

- Small Business Guide -

Daniel Curado

Deputy for Small Business

Small Business Office



US Army Corps of Engineers

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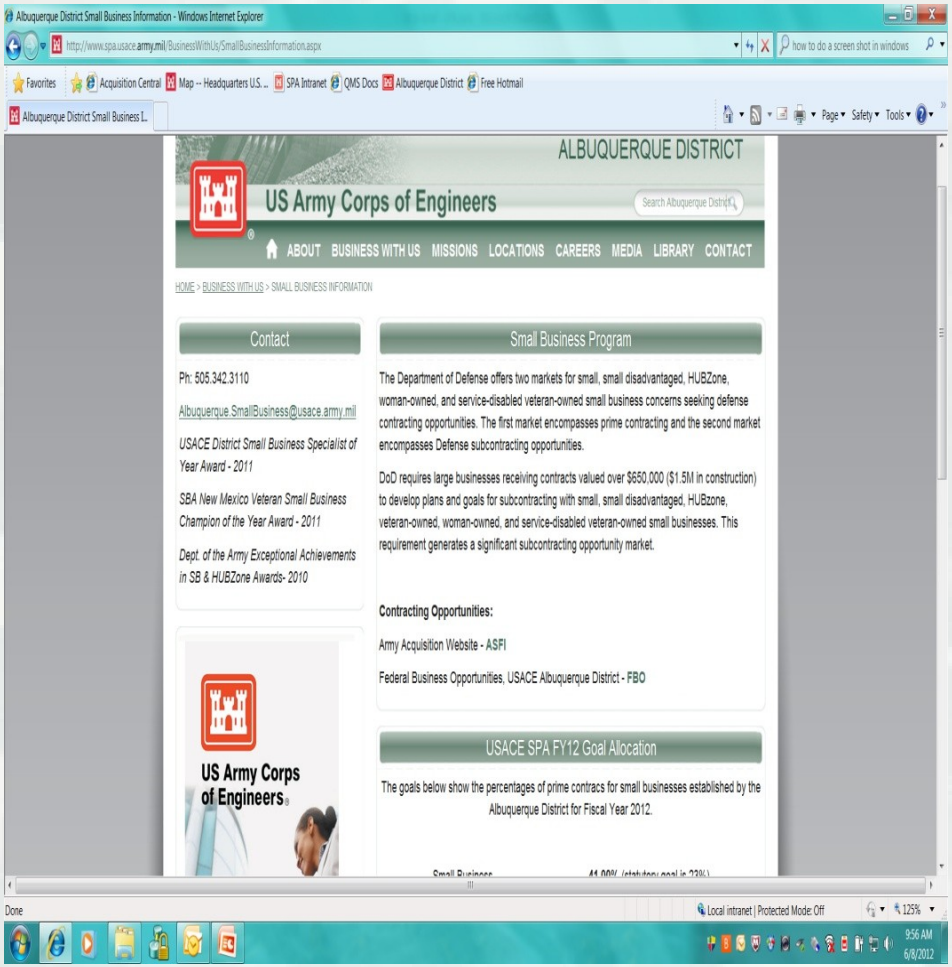
One Team Destined For Greatness

SPA Small Business Website


Albuquerque District Small Business Information - Windows Internet Explorer
ALBUQUERQUE DISTRICT
US Army Corps of Engineers
ABOUT BUSINESS WITH US MISSIONS LOCATIONS CAREERS MEDIA LIBRARY CONTACT
HOME > BUSINESS WITH US > SMALL BUSINESS INFORMATION
Contact
Ph: 505.342.3110
Albuquerque.SmallBusiness@usace.army.mil
USACE District Small Business Specialist of Year Award - 2011
SBA New Mexico Veteran Small Business Champion of the Year Award - 2011
Dept. of the Army Exceptional Achievements in SB & HUBZone Awards- 2010
Small Business Program
The Department of Defense offers two markets for small, small disadvantaged, HUBZone, woman-owned, and service-disabled veteran-owned small business concerns seeking defense contracting opportunities. The first market encompasses prime contracting and the second market encompasses Defense subcontracting opportunities.
DoD requires large businesses receiving contracts valued over $650,000 ($1.5M in construction) to develop plans and goals for subcontracting with small, small disadvantaged, HUBzone, veteran-owned, woman-owned, and service-disabled veteran-owned small businesses. This requirement generates a significant subcontracting opportunity market.
Contracting Opportunities:
Army Acquisition Website - ASFI
Federal Business Opportunities, USACE Albuquerque District - FBO
USACE SPA FY12 Goal Allocation
The goals below show the percentages of prime contracs for small businesses established by the Albuquerque District for Fiscal Year 2012.
US Army Corps of Engineers

One-Stop Shop for Industry

- Provides:
  - Points of contact
  - Direct Link to Opportunities
  - Upcoming events
  - Resources to SBs
  - Forecasts, existing IDIQs, and much more!!...

- Created to guide firms in understanding the small business program and acts as a “virtual” small business specialist

http://www.spa.usace.army.mil/BusinessWithUs/SmallBusinessInformation.aspx

SPA Small Business Program FY 10 – FY12 SB Goals Achievement

District Prime SB % Achieved

	FY10	FY11	FY12
SB %	57.43%	60.56%	69.61%
SDB %	31.60%	48.59%	35.02%
WOSB %	8.08%	23.41%	15.20%
HUBZ %	23.35%	16.32%	17.51%
SDVOSB %	3.45%	3.25%	9.18%

District Prime SB Established Goals

	FY10	FY11	FY12
SB %	33.00%	35.00%	43.30%
SDB %	18.00%	18.00%	18.00%
WOSB %	5.80%	6.00%	7.00%
HUBZ %	10.00%	10.50%	11.00%
SDVOSB %	3.00%	3.20%	4.00%

Source - Federal Procurement Data System, Next Generation (FPDS-NG)

SPA Small Business Program
Current FY 13 SB Goals

	Statutory Goals	District Goals	Actuals
TOTAL AWARDS			$ 98,361,522.21
SB			$ 64,338,327.49
SDB			$ 61,207,260.99
WOSB			$ 11,173,134.45
HUBZone			$ 3,462,675.55
SDVOSB			$ 2,281,945.80
LG BUSINESS AWDS			$ 34,023,194.72
SB	*23%	30.00%	**65.41%**
SDB	*5%	20.00%	**62.23%**
WOSB	*5%	11.00%	**11.36%**
HUBZone	*3%	9.00%	**3.52%**
SDVOSB	*3%	3.00%	**2.32%**
LG BUSINESS AWDS			34.59%
METRIC			
Met Goal			
Statutory Met AND ≥ 80% Goal			
Statutory Not Met OR ≤ 80% Goal			
*Statutory Small Business Goals per the Small Business Act			

LEGEND

- **SB**-Small Business
- **SDB**-Small, Disadvantaged Business
- **WOSB**-Woman-Owned Small Business
- **HUBZone**-Historically Underutilized Business Zones
- **SDVOSB**-Service-Disabled Veteran-Owned Small Business
- **LG** – Large Business

Significant Projects Awarded to SBs FY10-13

Customer	Description	FY	$Contract Amt
• DHS	Lordsburg Border Patrol Station	2010	$25.0M
• USAF	UAS FTU Vertical, HAFB	2010	$16.6M
• USAF	Consolidated Comm. Facility, CAFB	2010	$12.3M
• USAF	Armament Shop & HMC-130 Fuel Cell Maintenance Facility Consolidation, KAFB	2011	$16.0M
• USAF	SOF CV-22 AMU Addition, B-208, CAFB	2011	$ 9.5M
• CW	Middle Rio Grande Restoration	2011	$13.0M
• USAF	D/B AFNWC Sustainment Center, KAFB	2012	$21.1M
• USAF	SOF AMXS Facility, CAFB	2012	$14.7M
• USAF	SOF Operations & Training Facilities, CAFB	2012	$13.2M
• USAF	D/B MQ-9 Hangar, HAFB	2013	$20.6M

CAFB – Cannon Air Force Base KAFB – Kirtland Air Force Base
HAFB – Holloman Air Force Base CW – Civil Works Program
DHS – Dept. of Homeland Security D/B – Design Build

How We Buy

• **Micro Purchases** – Purchases less than $3,000. Procured with the government-wide credit card. These purchases may include services, supplies and construction.

• **Simplified Acquisition Procedures (SAP)** – Purchases estimated between $3,000 and $150,000 (automatically set aside to SBs – see FAR Part 19.502-2 for details). Rule of two applies to SB set aside. Awards are typically in the form of a firm-fixed price purchase order. Vendors need to be registered in SAM to be considered for award.

Army Single Face to Industry web site:
https://acquisition.army.mil

How We Buy

• **Contract Procedures** – Actions greater than $150,000. Request for Proposals (RFP - negotiated) or Invitations for Bids (IFB - sealed bid).
RFPs allow for discussions, if necessary, and selection is based on factors such as technical capability and past performance as well as price. IFBs are solicitations where price is the primary basis for selection, provided the bidder is responsive and responsible. Awards are typically firm-fixed price stand-alone contracts or firm-fixed price indefinite delivery contracts for a base year and option periods. Competitive Opportunities are solicited as Unrestricted (Full & Open) or Set Aside to Small Businesses. Vendors need to be registered in SAM to be considered for award.

Subcontracting

• **Subcontracting Plans** - (Required from “Other than Small Businesses” only.) Required over $1.5 M for construction and over $650K for all other types of work - FAR 19.7/52.219-9

• **SB Participation as an Evaluation Factor** - Best Value Unrestricted procurements where subcontracting plans are required. FAR 15.304 & DFARS 215.304 PGI

Finding Subcontracting Opportunities:
SBA Sub-Net Database http://web.sba.gov/subnet/search/index.cfm
Search FedBizOpps for Prime Contractor Awards
Attend Construction Projects Site Visits
Existing USACE contracts (Large construction & A-E firms)

Tips & Advice

- Start with the SB Specialist/Advocate – **we will open doors for you!**
- Do your homework before marketing with agencies
- **Register in SAM (www.sam.gov)** and be ready to market
- Respond to Sources Sought Notices posted on FedBizOpps – set asides driven by responses received. **Help us set it aside to SBs!**
- Enter and update your information on the **SBA Dynamic Profile (http://dsbs.sba.gov)**
- Set up e-mail notifications in FBO and ASFI – our **FBO code is W912PP**

Tips & Advice - Cntd.

- Forward your capabilities to the Procuring Agency
- Attend conferences, training, etc
- Propose/bid. Request a debrief if unsuccessful offeror
- Start out with the smaller projects first and then build from there. Become a subcontractor….learn the process, the paperwork, network, build relationships and alliances and then bid or propose when you have your team together
- Complete the project on time and within budget
- Seek assistance from your local resource partners. SBA, Procurement Technical Centers, and Small Business Development Centers, etc

Contact Information

<u>Small Business Office</u>

Daniel Curado, Deputy for Small Business

- Phone: (505) 342-3110
  e-mail albuquerque.smallbusiness@usace.army.mil

- *District SB Website:*
  http://www.spa.usace.army.mil/BusinessWithUs/SmallBusinessInformation.aspx

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QUESTIONS